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PIPER Aircraft Corp., which delivered 277 new aircraft in the fiscal year ended June 30, 1988, expects total deliveries to "more than double" in the current fiscal year.

GAMA member companies exhibiting at this week's Dayton Air Show and at the Experimental Aircraft Association convention in Oshkosh, Wis. next month will be distributing post cards to attendees asking them to write their Congressional representatives in support of general aviation product liability legislation.

BRITISH Aerospace Inc., which has operated as a largely autonomous unit in North America, may lose some of that autonomy as part of a planned restructuring of the parent company that goes into effect this January. BAe Inc. is expected to become part of BAe's Civil Aircraft Division.

FAIRCHILD Aircraft named Mel Floyd to the position of vice president-operations last week, the first replacement named for four top executives of the company who were dismissed or resigned last month (BA, June 27/201). Floyd, who joined Fairchild in 1978, will continue to serve as president and general manager of Merlin Express and Gen-Aero, two Fairchild subsidiaries.

COMMANDER OWNERS URGED TO REJECT GULFSTREAM MODIFICATION OFFER

The president of the Commander Flying Association, whose membership includes about half the owners of Commander 112/114 aircraft, has written to members of the group urging them to reject an offer by Gulfstream Aerospace to make several modifications to correct problems with the aircraft. The July 15 letter from David Kaplan follows a July 11 letter from Gulfstream to the approximately 1,000 Commander 112/114 owners offering to modify the wings, seats and tails of the aircraft "for a total owner contribution of $2,000 per aircraft, at any time through 1990 on aircraft brought to Wiley Post Airport." Gulfstream said it calculates its cost for making the repairs at $6,500 and estimates the normal retail price would be about $9,000 per aircraft.

The letters are the latest development in a long-running dispute between Gulfstream and the Commander Flying Association (CFA) over fixes for what the owner's group charges are a series of design deficiencies in the single-engine aircraft that were manufactured by Rockwell International in the 1970s. CFA filed suit against Rockwell and Gulfstream (which acquired the rights to the Commander line in February 1981 but never built any of the single-engine models) in 1986 in California state court. The group subsequently filed another suit in federal district court in California. Neither case has yet come to trial. In those actions, CFA is seeking damages for loss of use and diminution of value of the aircraft, the cost of repairs, related expenses and punitive damages. While no dollar figure was specified in the suits, Kaplan told BA last week he estimates the total damages sought would be about $30 million. The three major problems with the planes, according to Kaplan, include a "defective fitting" that causes bending and cracks in the wing upper spar; the need to "beef up" the vertical stabilizer to prevent cracks; and, a problem with the seat tracks of the aircraft that he said can cause the seat to come loose during a hard landing or crash.

A Gulfstream spokesman told BA last week the company has received about 95 calls from persons either seeking more information about the modification program or wanting to reserve a position to get

(Continued on the following page)

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BUSINESS/PERSONAL AIRCRAFT INDUSTRY – SECOND QUARTER UNIT SHIPMENTS

		2nd Quarter 88	Cal. Year
AEROSPATIALE GENERAL AVIATION			
• Single-Engine			
TB-9	Tampico	1	1
TB-10	Tobago	9	12
TB-20	Trinidad	11	15
TB-21	Trinidad TC	2	2
TOTAL		23	30
BEECH AIRCRAFT CORP.			
• Single-Engine			
BE-F33A	Bonanza	25	54
BE-F33C	Bonanza	1	1
BE-A36	Bonanza	19	34
BE-36TC	Bonanza	5	9
• Multi-Engine			
BE-58	Baron	3	6
BE-58P	Baron	0	1
BE-76	Duchess	0	0
BE-C99	Airliner	0	0
BE-C90-1	King Air	6	16
BE-F90-1	King Air	0	0
BE-200	Super King Air	7	11
BE-200C	Super King Air	0	0
BE-300	Super King Air	13	20
BE-200T	Super King Air	0	0
BE-1900C	Commuter	12	21
Beechjet 400		7	7
Diamond IA		0	0
TOTAL		98	180
Manufacturers net billing – $132,124,332			
BRITISH AEROSPACE			
• Multi-Engine			
BAe	Jetstream 31	14	27
BAe 146-100		0	0
BAe 146-200		6	8
HS-125 Model A		5	9
HS-125 Model B		3	3
TOTAL		28	47
PILATUS BRITTEN-NORMAN			
• Multi-Engine			
BN-2B	Islander	3	5
BN-2T	Islander	0	0
Mark III	Trislander	0	0
TOTAL		3	5
CANADAIR			
• Multi-Engine			
CL-601	Challenger	5	10
TOTAL		5	10
CESSNA AIRCRAFT CO.			
• Single-Engine			
CE-172	Skyhawk	0	0
CE-172RG	Cutlass	0	0
CE-182	Skylane	0	0
CE-182	Turbo Skylane	0	0
CE-182RG	Skylane RG	0	0
CE-182RG	Turbo Skylane RG	0	0
CE-U206	Stationair 6	0	0
CE-TU206	Turbo Stationair 6	0	0
CE-208	Caravan I	22	37
CE-210	Centurion	0	0
CE-T210	Turbo Centurion	0	0
CE-P210	Pressurized Centurion	0	0
• Multi-Engine			
CE-303	Crusader	0	0
CE-402		0	0
CE-414	Chancellor	0	0
CE-425	Conquest I	0	0
CE-441	Conquest II	0	0
CE-550	Citation II	7	12
CE-S550	Citation S/II	4	10
CE-650	Citation III	1	6
REIMS AVIATION			
• Single-Engine			
CE-F152		0	0
CE-F152	Aerobat	0	0
CE-F172	Skyhawk	0	0
• Multi-Engine			
CE-406	Caravan II	2	4
TOTAL		36	69
AVION-MARCEL DASSAULT			
• Multi-Engine			
AD-My.10	Falcon	2	4
AD-My.20	Falcon	0	0
AD-My.200	Falcon	0	0
AD-My.50	Falcon	3	4
AD-My.900	Falcon	7	15
TOTAL		12	23
De HAVILLAND AIRCRAFT OF CANADA			
• Multi-Engine			
DHC-5	Buffalo	*	0
DHC-6	Twin Otter	*	0
DHC-7		*	1
DHC-8		*	5
TOTAL		*	6
EMBRAER			
• Single-Engine			
EMB-201	Ipanema	0	2
EMB-711	Corisco	3	4
EMB-712	Tupi	0	0
EMB-720	Minuano	1	1
• Multi-Engine			
EMB-110	Bandeirante	0	0
EMB-120	Brasilia	12	14
EMB-121	Xingu	0	0
EMB-810D	Seneca II	5	9
EMB-820		0	0
EMB-821	Carajah	4	5
TOTAL		25	35
FAIRCHILD AIRCRAFT			
• Multi-Engine			
Merlin III-C		0	0
Fairchild 300		0	0
Merlin IV-C		0	0
Metro III		5	8
Expediter		0	0
TOTAL		5	8
GULFSTREAM AEROSPACE			
• Multi-Engine			
G-1159A	Gulfstream III	0	0
G-IV	Gulfstream IV	9	21
TOTAL		9	21
ISRAEL AIRCRAFT INDUSTRIES			
• Multi-Engine			
1125	Astra	2	8
TOTAL		2	8
LAKE AIRCRAFT			
• Single-Engine			
LA-4-200EP		0	0
LA-250	Renegade	9	18
TOTAL		9	18
LEARJET CORP.			
• Multi-Engine			
LR-35A		5	10
LR-36A		0	0
LR-55		0	1
TOTAL		5	11
MAULE AIR INC.			
• Single-Engine			
M-5-180C		0	0
M-5-200		0	0
M-5-235C	Lunar Rocket	2	2
M-6-235		1	2
MX-7-180	Super Rocket	5	13
M-7-235	Super Rocket	5	6
MX-7-235		5	10
TOTAL		18	33

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		2nd Quarter 88	Cal. Year
MOONEY AIRCRAFT CORP.			
• Single-Engine			
M-20J	201 Lean Machine	7	18
M-20J	205	5	9
M-20K	231	0	0
M-20K	252	7	19
M-20L	PFM	21	29
TOTAL		40	75
PIPER AIRCRAFT CORP.			
• Single-Engine			
PA-28-161	Warrior	21	35
PA-28-181	Archer II	12	24
PA-28-236	Dakota	1	1
PA-28RT-201T	Turbo Arrow IV	3	5
PA-32-301	Saratoga	3	9
PA-32R-301	Saratoga SP	5	5
PA-32R-301T	Turbo Saratoga SP	0	0
PA-46-310P	Malibu	13	23
• Multi-Engine			
PA-34-220T	Seneca III	10	29
PA-31-500	Cheyenne IA	0	0
PA-31-620	Cheyenne IIXL	0	0
PA-42-720	Cheyenne III	0	0
PA-42-720	Cheyenne IIIA	1	2
PA-42-1000	Cheyenne 400LS	0	1
TOTAL		69	134
Manufacturers net billing – $10,460,947			
SHORT BROTHERS			
• Multi-Engine			
SBJ-CS-7	Skyvan	0	0
SD-3-30		0	0
SD-3-60		2	7
TOTAL		2	7
	SINGLE-ENGINE	223	404
	MULTI-ENGINE	166	422
	GRAND TOTAL	389	826

UNIT SHIPMENTS COMPARATIVE TREND: 18 MANUFACTURERS

	2nd Quarter			Calendar Year to Date		
	1988	1987	1986	1988	1987	1986
Aerospatiale	23	16	28	30	47	43
Beech	98	78	56	180	130	109
British Aerospace	28	34	18	47	49	34
Britten Norman	3	4	3	5	14	44
Canadair	5	7	3	10	9	4
Cessna	36	51	105	69	101	267
Dassault	12	2	6	23	11	10
De Havilland	*	15	14	6	20	20
Embraer	25	36	28	35	56	47
Fairchild	5	16	12	8	21	16
Gulfstream	9	12	15	21	17	8
Israel	2	5	3	8	5	5
Lake	9	8	10	18	10	12
Learjet	5	3	4	11	4	6
Maule Air	18	14	17	33	35	32
Mooney	40	40	34	75	73	60
Piper	69	110	60	134	169	136
Short	2	2	4	7	3	11
TOTAL	389	453	417	826	784	836

* Figures not available

NOTE

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